



Trade Opportunity Program (TOP)

Company Information

Contact Data:

Name: _____

Title: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

E-mail: _____ Website: _____

Company Data:

1. Type of business (check one):
☐ Direct importer ☐ Retailer ☐ Distributor ☐ Trading Company
☐ Manufacturer ☐ Agent ☐ Service ☐ Other _____
2. Year company established: _____
3. Number of employees: _____
4. Annual sales: _____
5. Member of an industry business association or chamber of commerce?
☐ No ☐ Yes (Name): _____
6. Name and address of your bank or credit/financial reference: _____

7. U.S. companies represented or with which you have done business (names and addresses): _____

8. Other Information: _____

Type of Company ☐ Public ☐ Private ☐ Other _____

Sales territory/area/countries: _____

Number of sales agents/salespeople: ☐ 1-5 ☐ 6-10 ☐ 11-25 ☐ 25+

Please provide a brief description of your company and its main business activity (you may attach a brochure or send an annual report if desired)

I agree to respond as promptly as possible to inquiries from U.S. companies.

(Signature):

Product Information

Please list the products or services that you wish to purchase. Be as specific as possible. Fill in one page for each product submitted (if more than one, please make a copy of this page first). If a Joint Venture proposal, please answer only through item B, Product Specifications and Technical Data, below.

- What type of business arrangement are you seeking with a U.S. supplier?
☐ Direct Purchase ☐ Barter ☐ Joint Venture ☐ Distributor
☐ Investment ☐ License ☐ Agent ☐ Other _____
- Specific Short Product Description:

- A. Detailed Description of Product (or proposal, if joint venture, investment, or licensing): _____

- B. Product Specifications/Technical Data: _____

- C. Quantity Needed: _____
- D. Price Range/\$ Dollar Value: _____
- E. Purchase Needed by (date): _____
- F. Other information: _____

- G. Payment terms: _____
- H. Shipping terms: _____
- I. Is a Service Contract Needed? ☐ Yes ☐ No
Who is the End-User? _____
What is the End-Use? _____

U.S. Company Response Information

- Should U.S. firms write in English or another language?
☐ English ☐ Other (please specify): _____

 - Best way for U.S. firms to respond? (Check one)
☐ Fax ☐ Phone ☐ Mail ☐ E-mail
 - Do you want responses from U.S. manufacturers only, or are agents and distributors acceptable?
☐ U.S. manufacturers only ☐ Agents and distributors acceptable
 - What specific information do you want U.S. suppliers to provide to you when they respond? _____

 - What factors are most important to you (price, delivery time, credit, etc.):

 - Other Information:
 - ☐ Please describe your time frame to buy, invest or license (check one):
 - ☐ Plan immediate purchase, delivery/investment (1-2 months)
 - ☐ Plan to purchase in the short-term (2-6 months)
 - ☐ Plan to purchase in the future (6 months or more)
 - ☐ Other (Please describe): _____
- Please describe the business relationship you seek (check ☐ one):
- ☐ A regular, long-term supplier; continual sales
 - ☐ Small or moderate quantities now, but plan to grow after testing market.
 - ☐ Irregular purchase based on price, terms available when goods needed
 - ☐ One time purchase only
 - ☐ Other: _____

Please return to Fax: 255-2915 or 205-5914